

Message Text

UNCLASSIFIED

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SUBJECT: VISIT BY NICARAGUAN BUSINESSMAN - GYPSUM FERTILIZER
PLANT EQUIPMENT.

FOR WALTER BASTIAN III, OIM/BIC, USDOC

1. A WELL-KNOWN LOCAL BUSINESSMAN IS PLANNING A TRIP
TO US NEXT WEEK TO CONTACT POTENTIAL SUPPLIERS OF
EQUIPMENT FOR A GYPSUM FERTILIZER PLANT. THE BUSINESSMAN,
MR. LUIS R. CERNA, IS OWNER OF LOCAL GYPSUM QUARRYING
FIRM YESERA CENTROAMERICANA S.A. AS WELL AS VICE PRESIDENT/
MAJOR SHAREHOLDER IN NICARAGUA'S SOLE CEMENT PLANT.

2. MR. CERNA IS INTERESTED IN PROCESSING GYPSUM FOR
USE AS A FERTILIZER AND A SOIL NUTRIENT. HE WOULD
LIKE TO MEET WITH POTENTIAL SUPPLIERS OF EQUIPMENT,
AND WOULD ESPECIALLY LIKE TO SEE A GYPSUM FERTILIZER
PLANT IN OPERATION. MR. CERNA HAS REQUESTED EMBASSY'S
ASSISTANCE IN OBTAINING NAMES AND ADDRESSES OF SUPPLIERS
AND PLANTS HE COULD VISIT ANYWHERE IN US. MR. CERNA
PLANS TO DEPART NEXT WEEK, AND HE WOULD LIKE TO HAVE
INFORMATION BEFORE DECEMBER 20.

3. POTENTIAL EXPORTS OF US EQUIPMENT RELATED
TO MR. CERNA'S PROJECT COULD BE SUBSTANTIAL, AND
EMBASSY APPRECIATES ANY ASSISTANCE USDOC CAN PROVIDE
ON SUCH SHORT NOTICE.

RUBENSTEIN

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Message Attributes

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